

## Message Text

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PAGE 01 SINGAP 01729 180423Z

ACTION COME-00

INFO OCT-01 EA-12 ISO-00 AGRE-00 CEA-01 CIAE-00  
DODE-00 EB-08 FRB-01 H-02 INR-10 INT-05 L-03  
LAB-04 NSAE-00 NSC-05 PA-02 CTME-00 AID-05 SS-15  
STR-07 ITC-01 TRSE-00 ICA-20 SP-02 SOE-02 OMB-01  
DOE-15 XMB-04 JUSE-00 /126 W  
-----052729 181555Z /43

R 180320Z APR 78

FM AMEMBASSY SINGAPORE

TO SECSTATE WASHDC 79

UNCLAS SINGAPORE 1729

E.O. 11652: N/A

TAGS: BEXP, SN

SUBJECT: UNDER SECRETARIAL TASK FORCE ON U.S.

FOOTWEAR: CONTINUING IDENTIFICATION OF TRADE

OPPORTUNITIES FOR LEATHER SHOES AND BOOTS.

REF: STATE 089279

### I. PUBLIC SECTOR

1. EXCEPT FOR THE REPUBLIC OF SINGAPORE ARMED FORCES,  
ALL GOVERNMENT DEPARTMENTS PURCHASE FOOTWEAR THROUGH THE  
CENTRAL SUPPLIES DEPARTMENT (CSD). BID TENDERS ARE USUALLY  
ADVERTISED BY CSD IN LOCAL NEWSPAPERS DURING THE PERIOD  
DECEMBER TO FEBRUARY (BEFORE THE CLOSE OF THE FINANCIAL  
YEAR WHICH ENDS ON MARCH 31). ALL FIRMS PARTICIPATING  
IN GOS BIDS ARE REQUIRED TO REGISTER WITH THE PUBLIC WORKS  
DEPARTMENT, MINISTRY OF NATIONAL DEVELOPMENT (EXCEPT FOR  
INTERNATIONAL BIDS WHICH ARE OPEN TO FOREIGN SUPPLIERS/  
COMPANIES). IN THE CASE OF FOOTWEAR, THERE ARE NO SPECIFIC  
CRITERIA FOR REGISTRATION, THE MAIN REQUIREMENTS ARE GOOD  
FINANCIAL STANDING AND PREVIOUS EXPERIENCE. AS THESE ARE  
'LOCAL BIDS', THE DEADLINE PERIOD IS NORMALLY SHORT,  
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PAGE 02 SINGAP 01729 180423Z

RANGING FROM TEN TO FIFTEEN DAYS.

### 2. CSD REQUIREMENTS PER YEAR:

POLICE FOREC: 9,000 TO 10,000 PAIRS OF LEATHER SHOES.

POSTAL SERVICES: ABOUT 3,000 PAIRS OF LEATHER WITH  
RUBBER SOLE SHOES.

FIRE DEPARTMENT: ABOUT 100 PAIRS OF FIREMEN'S BOOTS

AND 500 PAIRS OF FIREMEN'S SHOES.  
THE CONTACT IN CSD IS:

MR. LEONG SWEE SAM  
HEAD, PURCHASING SECTION  
CENTRAL SUPPLIES DEPARTMENT  
DEPOT ROAD  
SINGAPORE 4  
PHONE: 2721-655

3. THE SINGAPORE ARMED FORCES (SAF) CONDUCTS ITS OWN BIDS FOR SUPPLY OF FOOTWEAR. TENDER BIDS, USUALLY ADVERTISED IN LOCAL NEWSPAPER DURING THE PERIOD JANUARY TO FEBRUARY, ARE OPEN TO FOOTWEAR SUPPLIERS AND MANUFACTURERS FOR 15 DAYS. INTERESTED FIRMS ARE NOT REQUIRED TO REGISTER WITH ANY GOVERNMENT AUTHORITY. THE AVERAGE ANNUAL ORDER IS: 80,000 PAIRS OF COMBAT FOOTWEAR WITH LEATHER SOLES; AND 1,000 TO 2,000 PAIRS OF JUNGLE BOOTS OF CANVAS AND RUBBER SOLES. THE SAF WELCOMES U.S. COMPANIES TO WRITE TO THEM, TOGETHER WITH BROCHURES SHOWING PRODUCT SPECIFICATIONS. AT TIMES, THE SAF MAY NEGOTIATE DIRECT WITH SUPPLIERS/MANUFACTURERS OF FOOTWEAR INSTEAD OF INVITING BIDS.  
THE CONTACT IN SAF IS:

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PAGE 03 SINGAP 01729 180423Z

MR. NG HUAN TONG  
BRANCH HEAD  
PURCHASING DEPARTMENT  
LOGISTICS DIVISION  
MINISTRY OF DEFENCE  
TANGLIN CAMP  
SINGAPORE 10.

## II. PRIVATE SECTOR

THERE ARE ABOUT THIRTY PRIVATE COMPANIES ENGAGED IN THE SUPPLY OF GUARD AND PATROL SERVICES. MOST OF THESE COMPANIES BUY ORDINARY LEATHER FOOTWEAR FOR THEIR GUARDS FROM LOCAL SUPPLIERS. THE SINGLE LARGEST PRIVATE GUARD SERVICE FIRM IS: COMMERCIAL AND INDUSTRIAL SECURITY CORPORATION (CISCO), A QUASI-GOVERNMENT AGENCY. IN THE PAST, CISCO SENT BID INVITATIONS TO SELECTED LOCAL SUPPLIERS OR MANUFACTURERS FOR THE SUPPLY OF RUBBER POLICE BOOTS. THE ORDER IS IN THE REGION OF 3,000 PAIRS. THE FIRM WILL, AS FROM NEXT FINANCIAL YEAR (WHICH BEGINS ON APRIL 1), ADVERTISE TENDER NOTICES IN THE LOCAL NEWSPAPERS SOMETIME IN

MID-FEBRUARY. THE CONTACT IS CISCO IS:

MR. KRISHNAN DASS  
SECRETARY  
COMMERCIAL & INDUSTRIAL SECURITY CORPORATION  
NATIONAL STADIUM  
KALLANG PARK  
SINGAPORE 14.

THE VOLUME OF FOOTWEAR PURCHASED BY THE REST OF THE  
PRIVATE GUARD SERVICE FIRMS IS NEGLIGIBLE.

III. EMBASSY COMMENT

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PAGE 04 SINGAP 01729 180423Z

U.S. COMPANIES ARE REMINDED OF PREFERENTIAL GOVERN-  
MENT BUYING OF LOCAL PRODUCTS, PROVIDED QUALITY  
IS COMPARABLE WITH THE IMPORTED PRODUCTS AND PRICE  
DIFFERENTIAL IS NO MORE THAN 10 PERCENT.  
POST COMMENTS ON CCP IMPLICATIONS (PARA 6, REFTTEL)  
FOLLOW SEPARATELY.  
HOLDRIDGE

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NNN

## Message Attributes

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**Review Markings:**  
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